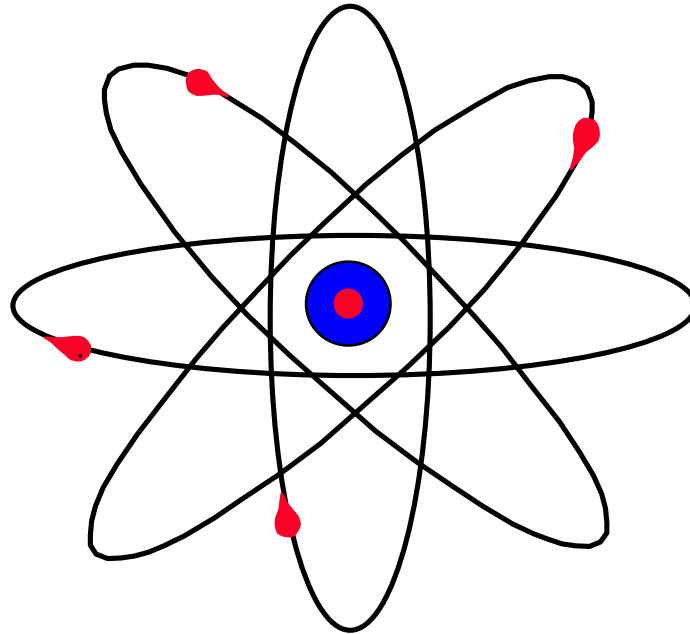
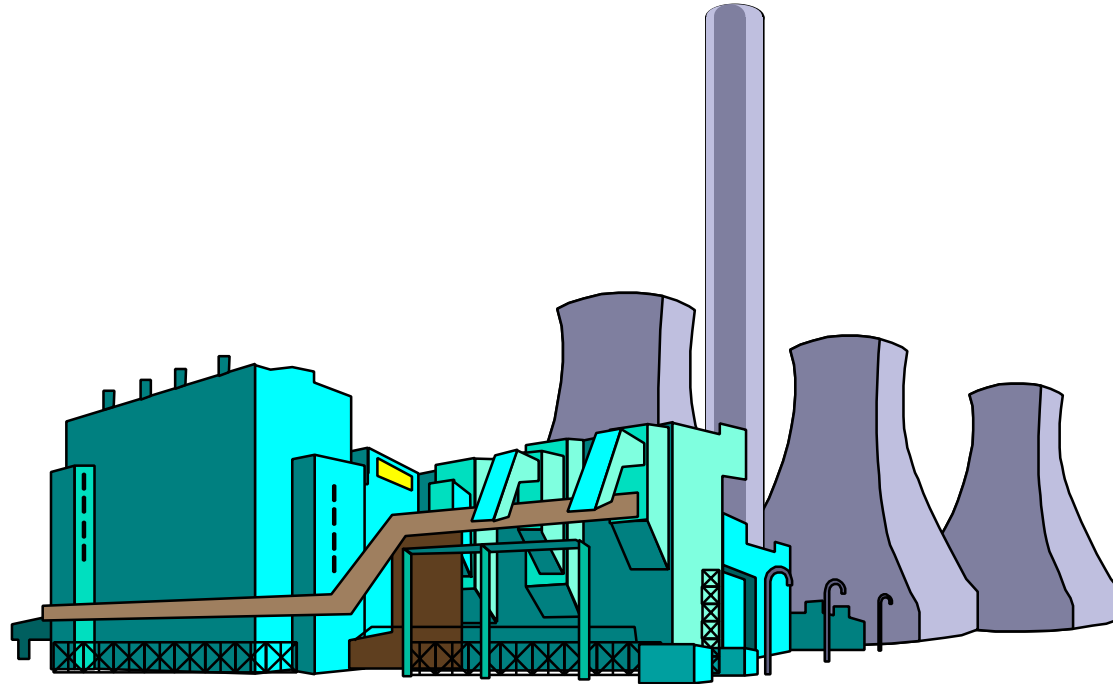


EXCEL SCAFFOLD PRESENTATION



Bartlett Services, Inc.

EXCEL PERFORMANCE OVERVIEW



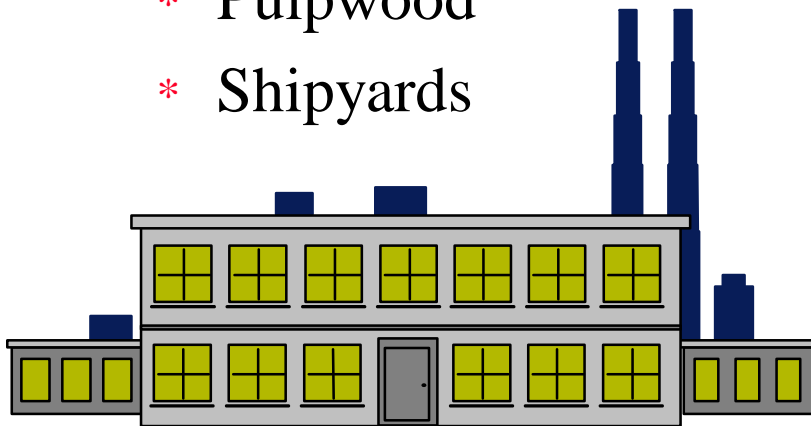
**Benefits of High Tech Modular System
Scaffolding**

HISTORY ON MODULAR SYSTEM SCAFFOLD USE



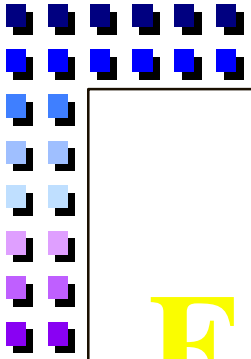
INDUSTRY USING

- * Chemical Plants
- * Oil Refineries
- * Fossil Stations
- * Pulpwood
- * Shipyards



REFERENCE DATA

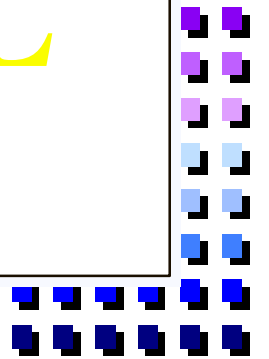
- * 20 Year Old Concept
- * Works with T + C
- * Other System Cups on 19-22" Centers
- * All Require Tools for Assembly
- * Few Improvements in Last 10-12 Years
- * Limited Flexibility



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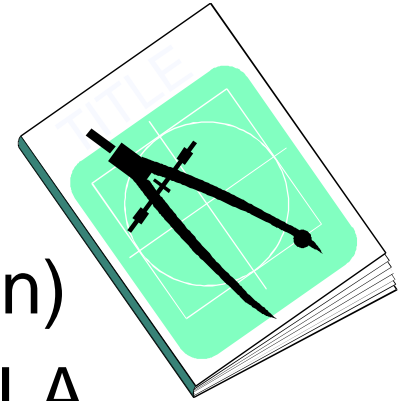


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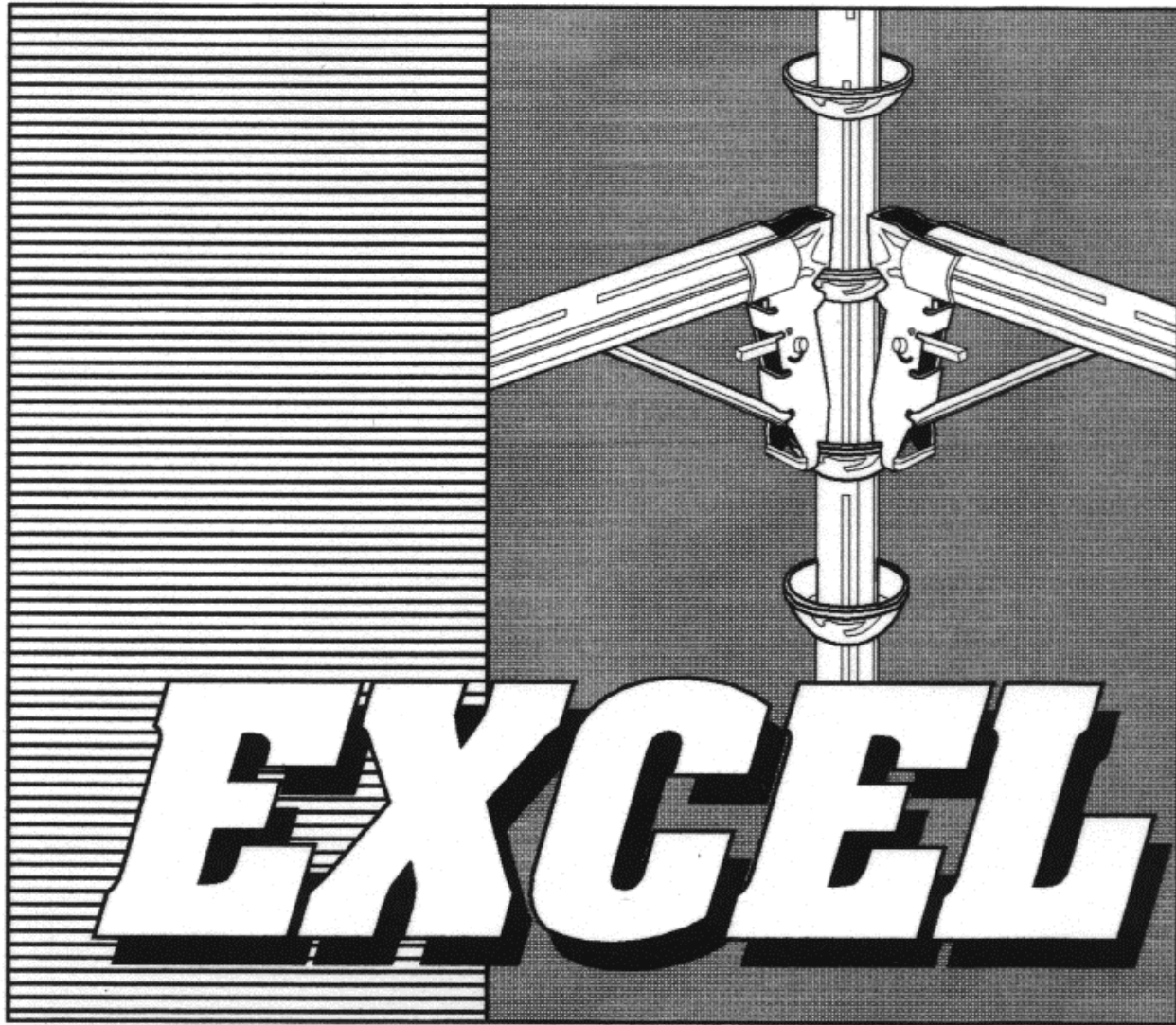
BACKGROUND ON EXCEL MODULAR SCAFFOLD MATERIAL

- ★ System Fully Patented in 1991
- ★ Developed by Joe Williams (Brasen)
- ★ 100% U.S. Manufactured- Walker, LA
- ★ R & D Completed, Started Production 1992
- ★ Produced by Deltak, Coded Vessel Shop
- ★ Hand Welded, Tested and Inspected
- ★ Galvanized, High Strength, Carbon Steel



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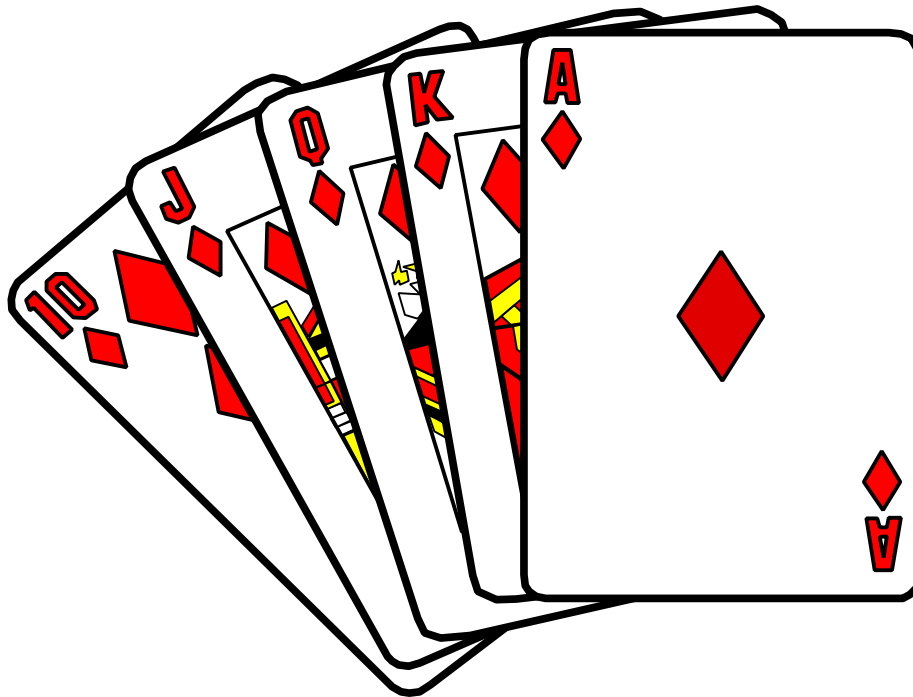
O
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T



CURRENT EXCEL SCAFFOLD CUSTOMERS

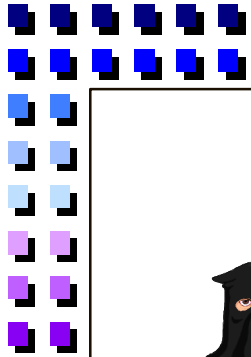


- **Boston Edison**
- **Baltimore Gas & Electric**
- **Commonwealth Edison**
- **Duquesne Power & Light**
- **Mobile Oil Company**
- **Texaco Oil Company**
- **Marathon Oil Company**
- **Air Products Chemical Plant**
- **San Antonio Public Service**
- **Atlas Refinery**



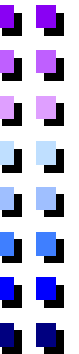
FORMULA FOR SUCCESS

Safety & Quality = Productivity



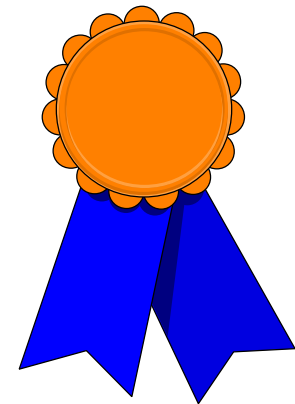
Negative Aspects Of Using Excel

- ☹ Controlled Availability Of Material
- ☹ Requires More Forethought By Builder
- ☹ Storage Requirements Somewhat Greater
- ☹ Do Not Work With Other Modular Sys
- ☹ Material Is Slightly Heavier Than T & C
- ☹ Cannot Be Used In 100% Of All Areas



ENHANCED EXCEL INDUSTRIAL SAFETY

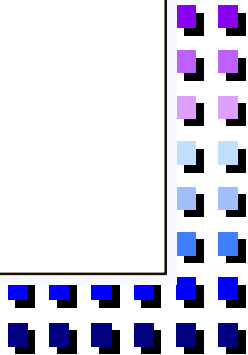
- **Mitigate Smashed Hand Injuries**
- **Eliminates Metal Face Slivers**
- **Climb up the Inside of Scaffold**
- **Easier to Get on Work Platform**
- **Less Repetitive Motion Damage**
- **Much Harder to Drop Material**
- **Fewer FME Control Problems**





EXCEL MATERIAL QUALITY IMPROVED



- ✓ **Clicklock Improves Stability**
 - ✓ **Strong, Durable, Lightweight**
 - ✓ **Only Material with Gussets**
 - ✓ **Enhanced Load Bearing Ability**
 - ✓ **Meets all OSHA Standards**
 - ✓ **Allows Ledger Every Six Inches**
 - ✓ **Positive Locking Mechanism**
- 

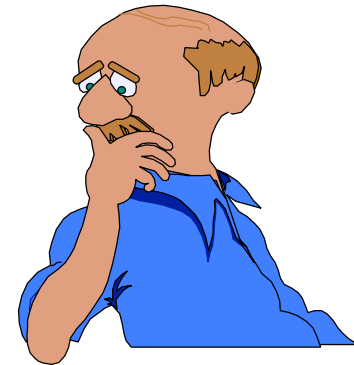
EXCEL PRODUCTIVITY SUPERIOR



- ▼ **35-45 % Overall Cost Reduction**
- ▼ **4 to 6 Times Faster Tube + Clamp**
- ▼ **No Tools Required to Assemble**
- ▼ **45% Fewer Material Pieces Used**
- ▼ **Extremely User Friendly**
- ▼ **Vertical Cups on 5 ¾ Centers**
- ▼ **Utilize Smaller Work Crews**

BASIC EXCEL ASSUMPTIONS

- ♦ **Will Replace 65-75% of T and C**
- ♦ **Easier for Utility Workers**
- ♦ **Same Material Staging Times**
- ♦ **Material 20% of Scaffold Cost**
- ♦ **Rental Costs Slightly Higher**
- ♦ **Need Limited Cross Training**
- ♦ **Prefer Rental to Purchase**

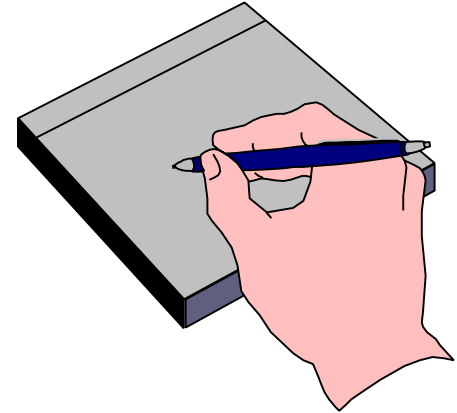


RANGE OF EXCEL SCAFFOLD COMPONENTS

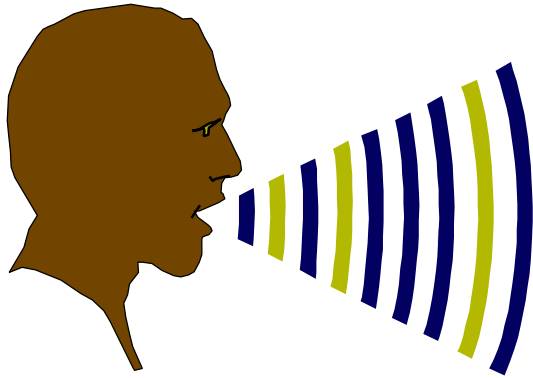
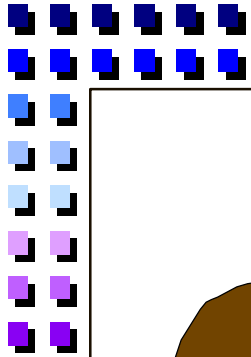
- **Vertical Legs: 1' to 10'**
- **Horizontal Bearers: 1' to 10'**
- **4' to 9' Telescoping Braces**
- **1, 2, 3 Board Side Brackets**
- **Built in Platform Access Hatch**
- **Truss Bearers, Boiler Access**
- **Casters, Stairs, Screw Jacks**



BUILDING LIFTING RIGS THE EXCEL WAY

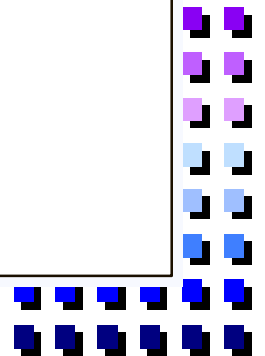


- ▼ **Three Preapproved Designs Available In Tech Manual**
- ▼ **Integrated Work Platforms Allowed**
- ▼ **Capacity will Meet OSHA Standard 4:1 Safety Ratio**
- ▼ **Will Utilize Prefabricated Trusses**
- ▼ **Simplified Approach with Quick and Easy Installation**
- ▼ **Greatly Reduces the Average Unit Cost**

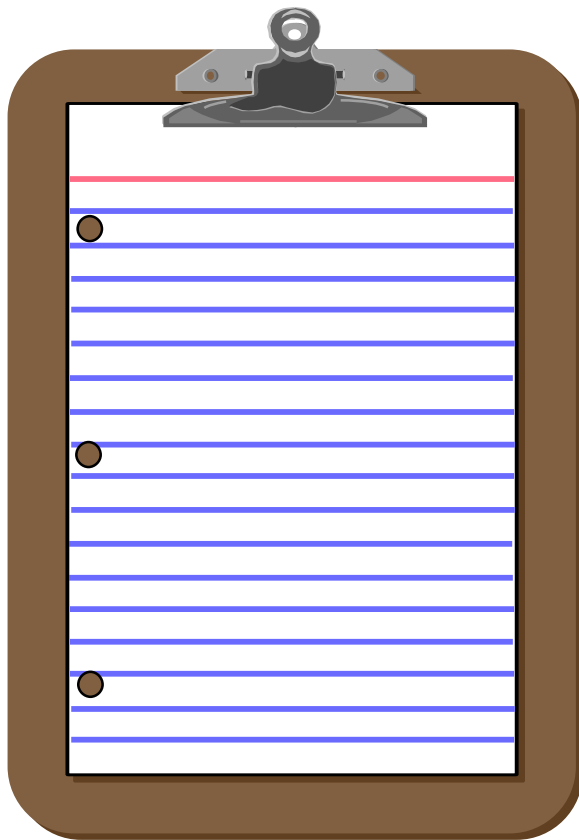


UPCOMING PRODUCT IMPROVEMENTS

- + Snap in Place Toe Boards
- + Safety Stop For Rolling Towers
- + Clicklock End Frames
- + Quick Install Pulley System
- + Rail Movement System

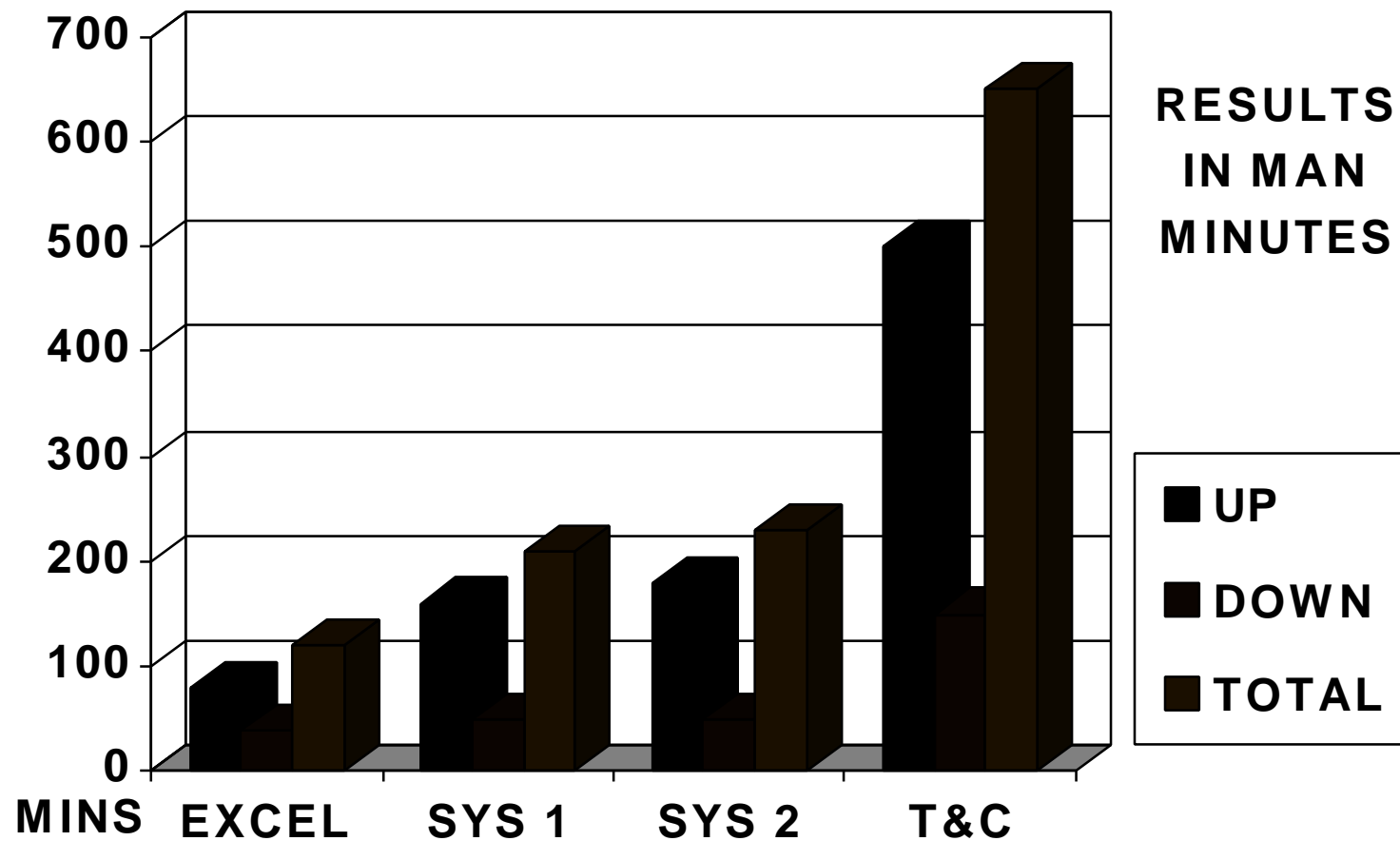


GSG REQUIREMENTS TO PARTICIPATE IN DEMO

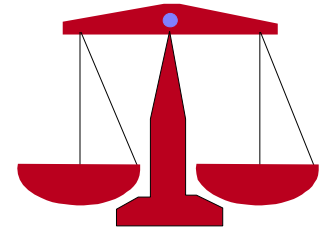


- ✓ Invitation Only
- ✓ Any Crew Size
- ✓ No Material Limit
- ✓ Had to Meet OSHA
- ✓ Approximately 5'x19'x16'
- ✓ No Time Limit
- ✓ VHS Video Taped
- ✓ Event was Timed

RESULTS OF EXCEL DEMO FOR GSG AT PILGRIM



COMPARISON TO BUILD 5' x 7' x 15' TOWER



EXCEL:

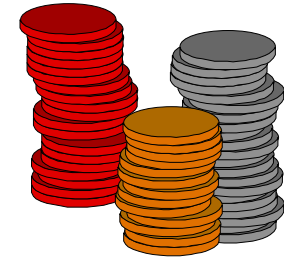
- Two Men
- 2.5 Hours Up
- 1.5 Hours Down
- Total 8.0 Hours
- 76 Pieces Mat'l
- Total Cost \$331



TUBE CLAMP:

- Three Men
- 3.5 Hours Up
- 3.5 Hours Down
- Total 24 Hours
- 128 Pieces Mat'l
- Total Cost \$854

POTENTIAL SAVINGS ON 700 EXCEL SCAFFOLDS



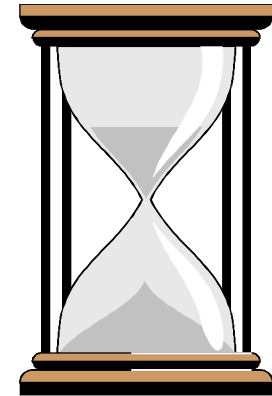
- ◆ **One Outage Savings 58%**
- ◆ **Save 15k Labor Hours**
- ◆ **Manpower Reduced by 67%**
- ◆ **Expenditures Down by \$470k**
- ◆ **Average Scaffold Cost \$670 Less**
- ◆ **Handle 48k Fewer Scaffold Parts**
- ◆ **Lower Ratio of Craft to Labor**
- ◆ **Critical Path Time on Schedule**

FAST



REALLY FAST.....

ALARA SAVING ENHANCEMENTS



- ▶ **Reduce Scaffold Dose by 30-50%**
- ▶ **Estimated Savings of 4-6 Manrem**
- ▶ **45-50% Less Material Handling**
- ▶ **Fewer People Entering RCA**
- ▶ **Quicker Construction Process**
- ▶ **Easier to use than Old T + C**
- ▶ **Modifications are also Faster**

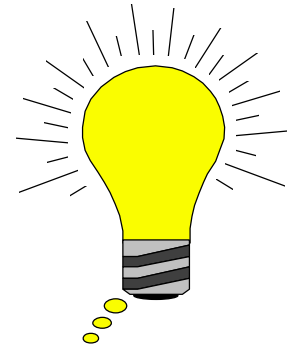
ABILITY TO HANDLE CONTAMINATED EXCEL



- ☐ **Eliminates any on Site Storage**
- ☐ **Allows Vendor Accountability**
- ☐ **Recommended 1-5k Smerable**
- ☐ **Value Added Decon Fees**
- ☐ **Teaming Agreement with Hake**
- ☐ **Will Retain Future Ownership**
- ☐ **Will Give Credit for Old T and C**

ADDITIONAL METHODS TO REDUCE O+M COSTS

- ❖ **Combine Labor and Material**
- ❖ **Award Long Term Contracts**
- ❖ **Utilize Universal Work**
- ❖ **Force Performance Based Incentive**
- ❖ **Set Up Key Strategic Alliance**
- ❖ **Allow Vendor to Manage the Scaffold
Material Contract**

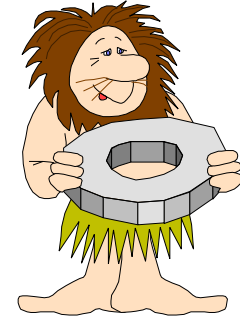


WHY CHANGE TO EXCEL NOW ?

- ◆ Recent Industry Deregulation
- ◆ Push to Reduce O & M Budgets
- ◆ Outage Duration's are Shorter
- ◆ Down Sizing of Work Force
 - ◆ More Challenging Schedules
 - ◆ Plant Workers Doing Scaffold
 - ◆ Increased Emphasis on Safety
 - ◆ Excel Recently Introduced

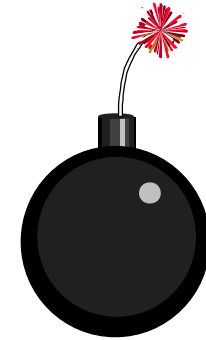


BUT WE OWN OUR SCAFFOLDING ?



- **Labor and Material Comprise Costs**
- **Material is Fraction of Expense**
- **Labor is by far the Largest Part**
- **Tube and Clamp is a Liability to Own**
- **Utility has Already Expensed off**
- **Partial Material Credit Possible**
- **Value Added Decision to Change**

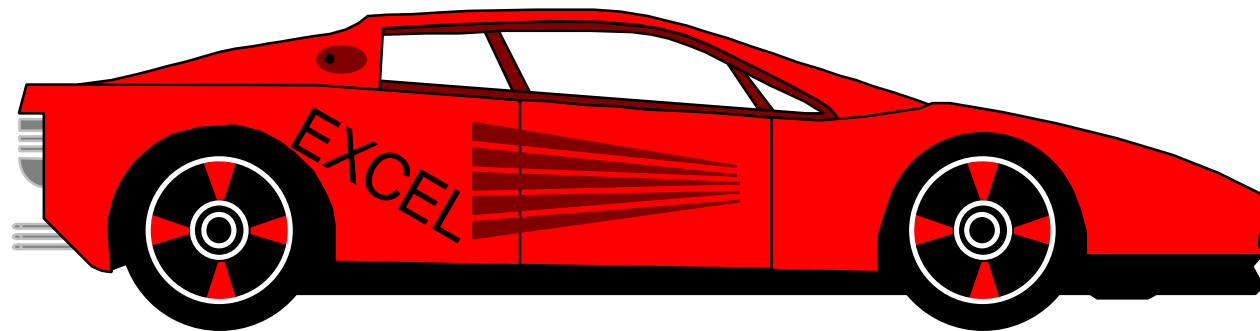
TYPICAL IMPLEMENTATION REQUIREMENTS



- **Need Detailed Scaffold History**
- **Excel Specialists Would Assist**
- **60 to 90 Day Minimum Lead Time**
- **Formal Work Force Training**
- **Two Weeks OJT Highly Desirable**
- **Multi-Year Contract Preferred**
- **Both Primary and Secondary Sides**



EXCELERATE



***YOUR SCAFFOLDING
PROGRAM***





WHO SHOULD YOU CONTACT FOR EXCEL?

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**Director of Marketing
Excel Modular Scaffold and
Leasing Corp.**

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